

FREQUENTLY ASKED QUESTIONS



TOYOTA MATERIAL HANDLING NORTH AMERICA

Q WHAT IS THE UNIVERSITY RESEARCH PROGRAM?

A The Toyota Material Handling North America (TMHNA) University Research Program is a sponsored research program created to drive the next generation of technology for the material handling industry. The industry's end-to-end approach to provide complete solutions to customers that are smarter, more efficient and more effective has fueled this program. The mission is to encourage professors and researchers to apply their knowledge of engineering and technical fields, drawing synergies and collaboration between collegiate research and Toyota Material Handling North America.

Q HOW DOES THIS PROGRAM BENEFIT ME, MY RESEARCH TEAM, THE INSTITUTION I WORK FOR, SOCIETY IN GENERAL?

A We hope the projects that are funded will contribute to a better, more efficient workplace and more productive workforce in the material handling industry. Aside from the funding for their projects, selected researchers will receive recognition for their work within their university, the material handling industry and for their published results.

Q ARE THERE ANY SPECIFIC ELIGIBILITY REQUIREMENTS TO APPLY FOR URP FUNDING?

A Full-time professors or researchers in North American universities are eligible to apply. The University Research Program's Proposal Confirmation Letter must be approved without modification by the university as part of the proposal submission process. Plus the following:

- Research must contribute to the field of material handling
- Research must be significant, innovative and have a positive impact on the future of material handling
- Research effort must be well planned and feasible within the 12-month time period specified and budget requested
- Researchers and principal investigators must be qualified in the proposed field of research
- Utilize our template agreement (a sample will be provided upon request).

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Q HOW MUCH GRANT FUNDING IS AVAILABLE THROUGH THE URP?

A Up to \$1,000,000 in projects are funded every year, with individual grants up to \$500,000. Grant amounts have ranged from \$100,000 to \$500,000.

Q ARE THERE MULTIPLE OPPORTUNITIES TO BE SELECTED?

A No. The review process starts the day after the deadline each year and ends with the announcement in March the following calendar year.

Q WHAT IS THE AVERAGE FUNDING AMOUNT GRANTED PER PROPOSAL?

A The average proposal is between \$250,000 and \$300,000. This includes salaries, equipment and university overhead.

Q HOW DIFFICULT IS THE APPLICATION PROCESS?

A Not very difficult. The research project description is required and can be up to 10 pages long. An additional appendix, however, may be included. For answers to specific questions regarding the application process, applicants can directly contact University Research Program Ambassador Steve Medwin at steve.medwin@raymondcorp.com.

Q HOW EXTENSIVE IS THE REQUIRED PROPOSAL FORMAT?

A Not extensive, but the information needs to be complete, clear and understandable. The research project description is limited to 10 pages in order to facilitate the timely review of all the proposals by the evaluation team.

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Q WHEN IS THE DEADLINE TO APPLY?

A Wednesday, December 4, 2019.

Q WHEN WILL THE SELECTED PROPOSALS BE ANNOUNCED?

A The selected research proposals will be announced at a special event at the MODEX material handling tradeshow in March 2020 in Atlanta, Georgia. The principal investigators will be invited to attend the tradeshow and be present at the announcement at TMHNA's expense.

Q CAN I INCLUDE STAFF OR PERSONNEL, SPECIFICALLY, RESEARCH AND GRADUATE ASSISTANTS, AS PART OF THE GRANT?

A Yes.

Q IF I CAN PAY FOR STUDENT STIPENDS, DO I HAVE TO INCLUDE FRINGE PERCENTAGES?

A You may include university overhead in your budget.

Q DO WE HAVE TO FORMALLY PRESENT THE FINDINGS TO A PANEL AT THE CONCLUSION OF THE PROJECT?

A Yes. In the past some URP funded projects have had a formal presentation in person. Other research teams presented their findings via a conference call.

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Q SOME RESEARCH GRANTS REQUIRE LOADS OF REPORTING. WHAT ARE THE REPORTING REQUIREMENTS FOR THIS PROGRAM? HOW OFTEN? WHAT FORMAT? TO WHOM MUST THOSE REPORTS BE PRESENTED?

A Research grant recipients must submit quarterly reports to the URP program liaison and URP ambassador. Research recipients must present their interim results at a quarterly review meeting. This is typically a video conference. We encourage teams to meet with their URP program liaison at least monthly as well. There is no formal reporting format required.

Q CAN I REAPPLY IF MY PREVIOUS PROPOSAL SCORED WELL, BUT NOT ENOUGH TO GET FUNDED?

A Absolutely! Yes, we encourage that. If you have questions and would like guidance about previous URP applications, please contact University Research Program Ambassador Steve Medwin at steve.medwin@raymondcorp.com.

Q IF MY RESEARCH PROPOSAL IS NOT SELECTED, WILL I RECEIVE FEEDBACK ON HOW TO IMPROVE MY APPLICATION TO BE SUCCESSFUL IN THE FUTURE IF I CHOOSE TO REAPPLY NEXT YEAR? IF SO, WHEN WILL I RECEIVE THAT FEEDBACK AND HOW?

A We may provide feedback to the professors whose research proposals were not selected for funding by April 2020 either by email or phone call.

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Q DO I GET TO PUBLISH THE RESULTS?

A Yes – we encourage you to publish your research and the results. If TMHNA provided some data during the project, it should not be released. Also please mention that Toyota Material Handling North America provided the funding.

Q IS THERE SOMEONE I CAN SPEAK WITH IF I HAVE MORE QUESTIONS ABOUT THE URP APPLICATION PROCESS?

A Yes. Please contact Steve Medwin, TMHNA University Research Program Ambassador, at steve.medwin@raymondcorp.com.



For more information, contact
University Research Program
Ambassador Steve Medwin at
steve.medwin@raymondcorp.com.